

Public Private Partnership



The Role of Private Sector in PPP

The Coffee Case Study

Ha Noi, 30th Nov, 2016

Vietnam's Public
Private Task Force on
Sustainable Agriculture
Supported by Grow Asia



PPP Overview

- PPP was formed in May 2010, Co-chaired by Minister of MARD and GM of Nestlé VN
- 8 PPP strategic group were established
- Aim to achieve vision 20-20-20 in 2020



PUBLIC



MARD



WASI



NAEC

PRIVATE



syngenta



BACONCO

PARTNERSHIP



Agreed 2016 Strategy



"Make Vietnam the recognized reference of Robusta"

Disseminating good farming practices

- Farmer group model
- NSC
- Value chain
- 60 demos in 2016/17

Consolidating PPP Coop

- PPP Coop model with satellite farmer groups
- 4 Coops in 2016
 - Trading 3.000 tons of coffee
 - Trading 600 tons of the input agricultural materials

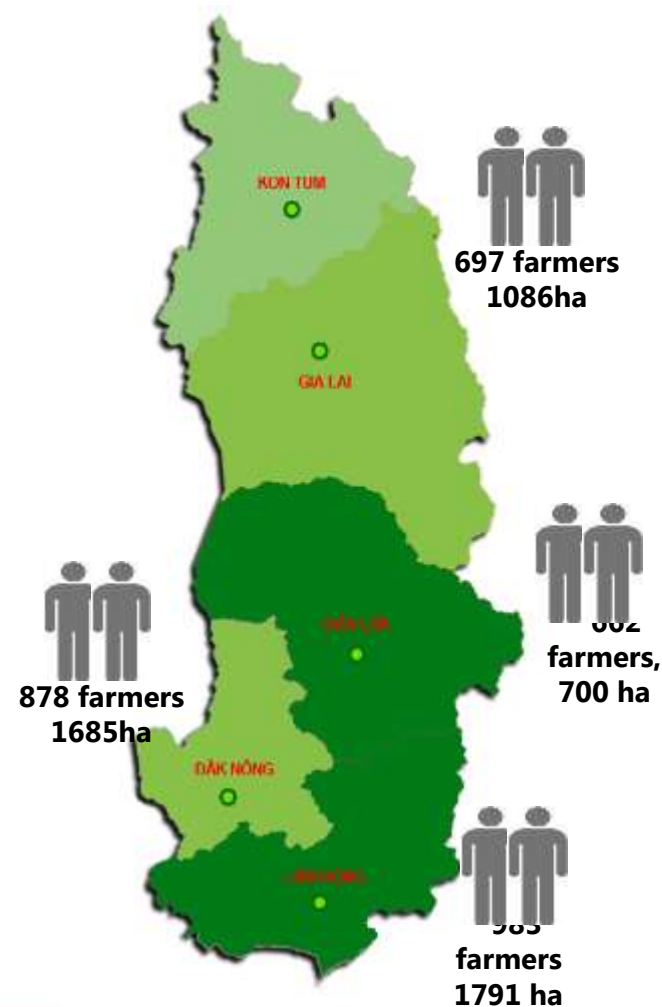
Cooperation with Agri finance WG

- Transaction model: Coop-bank-company
- Micro finance solutions

EXPAND THE PPP MODEL, TEST FARMERS FINANCING SOLUTIONS, MONITORING GROUP and COFFEE COORDINATING BOARD

Update on Number of PPP Coffee Farmers 2016/17

- **Farmers: 3,220**
- **Coffee acreage (ha): 5262**



Update of Technical Activity



PPP coffee taskforce not only support **60 farmer leaders** train over **3220 farmers in 4 provinces** but also linkage farmer to the coffee value chain through **wholesale model**

04 official Technical Tour – PPP coffee taskforce member together organize visit all PPP demo pilot in 4 province (before raining and harvest season)

01 official Technical transfer PPP organized training in Buon Ma Thuot city in 2016 for 60 farmer leaders who support to transfer best farming practices to 3160 PPP farmer through 60 training field section.

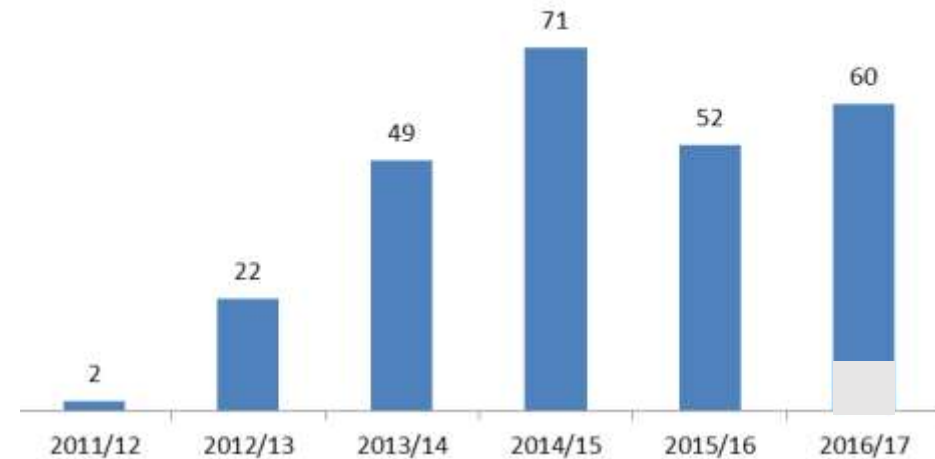
PAECs' support directly to farmer on daily contact



PPP Coffee Demo Farm Evolution



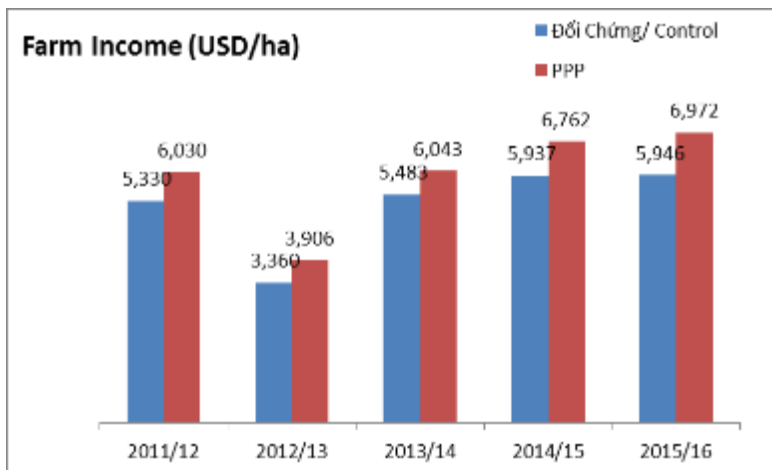
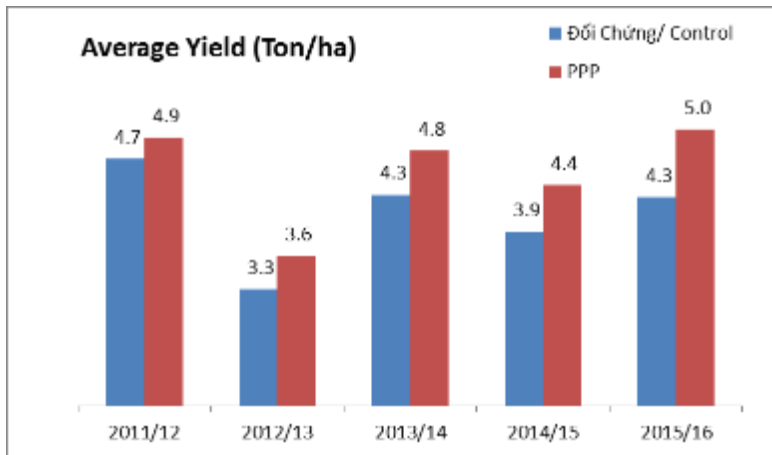
PPP Coffee Demos by Years



In **2016/17 PPP** coffee taskforce have 60 demos start working with Role Model of recruiting Medium/large farms to diversify ways to push farmers to scale up PPP model with:

- + Farm leave & soil analysis to adjust plant needs
- + Improve nutritional solution package (foliar & new micro nutrients)
- + Confirm link between water saving and fertilizers quality / solubility

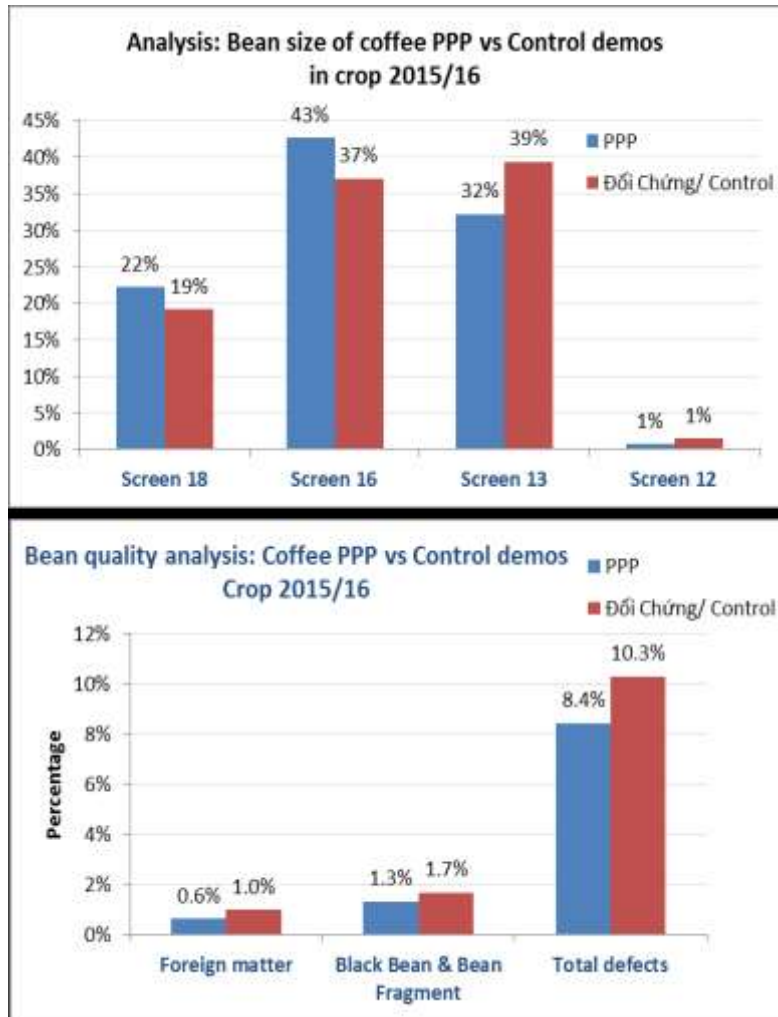
Results of The PPP Coffee Demo Farms



- Yield comparison on PPP demos & Control demos in 2010-2014: **12% Higher**
 - Yield comparison of PPP demos & control demos in the year 2015/16: **+17% higher yields**
 - Increase the yield from Balanced Crop Nutrition needs long term improved practices – 5 years.
- +14% farm income higher**
Average of 5 years comparison of PPP demos & Conventional Coffee Production demos

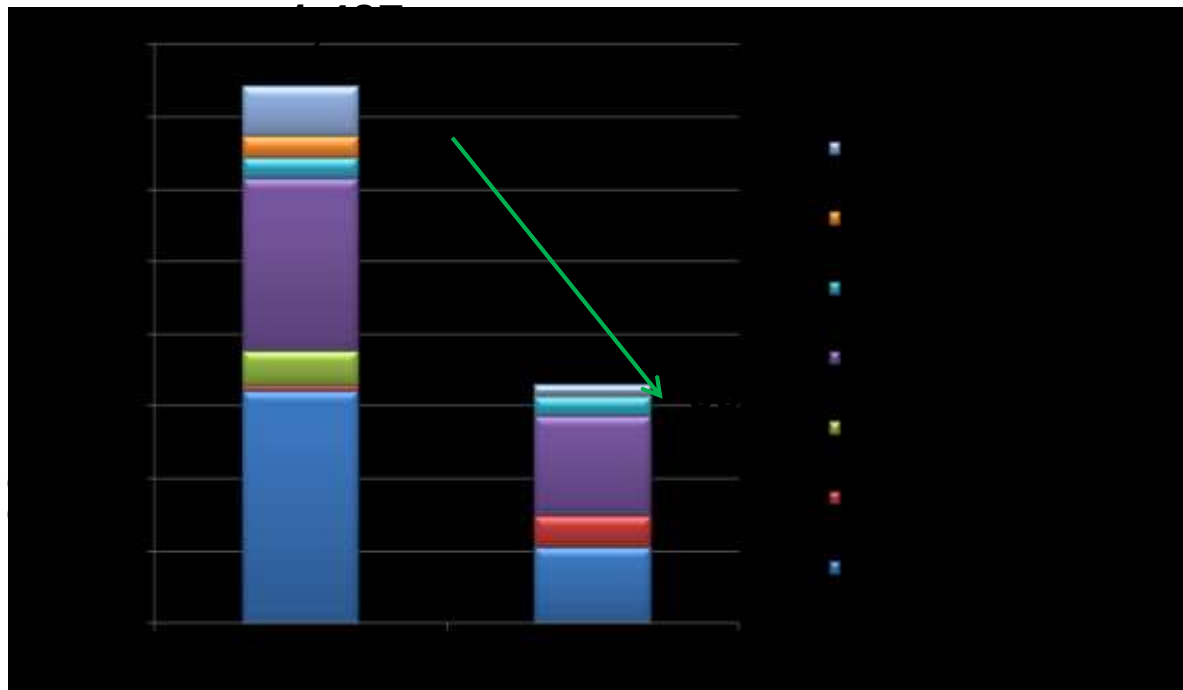


PPP Coffee Demos Farm – Bean Quality Improvement

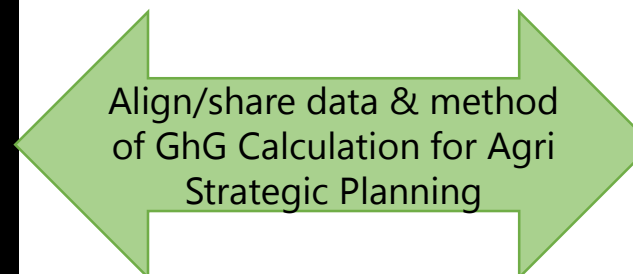


Source: Bean data shared by Nestle VN, 2016

PPP Coffee Farms - Carbon Footprint Reduction



6 demos Control program: PPP program:
484 kg N/ha 304 kg N/ha
4.8 t.g.b/ha 5.2 t g.b./ha



From : **Yara Research Center**,
Haninghof, Germany



More Results from The PPP Coffee Demo Farms



**Mr Nguyen Duy Thanh, Dak R'lap, Daknong
Extensionnist**

**« saving labour cost, no need to burry the
fertilizer»**

« better fertilizer solubility »

« greener leaves, longer branches »

« expected Yield : 4,5 T/ha»



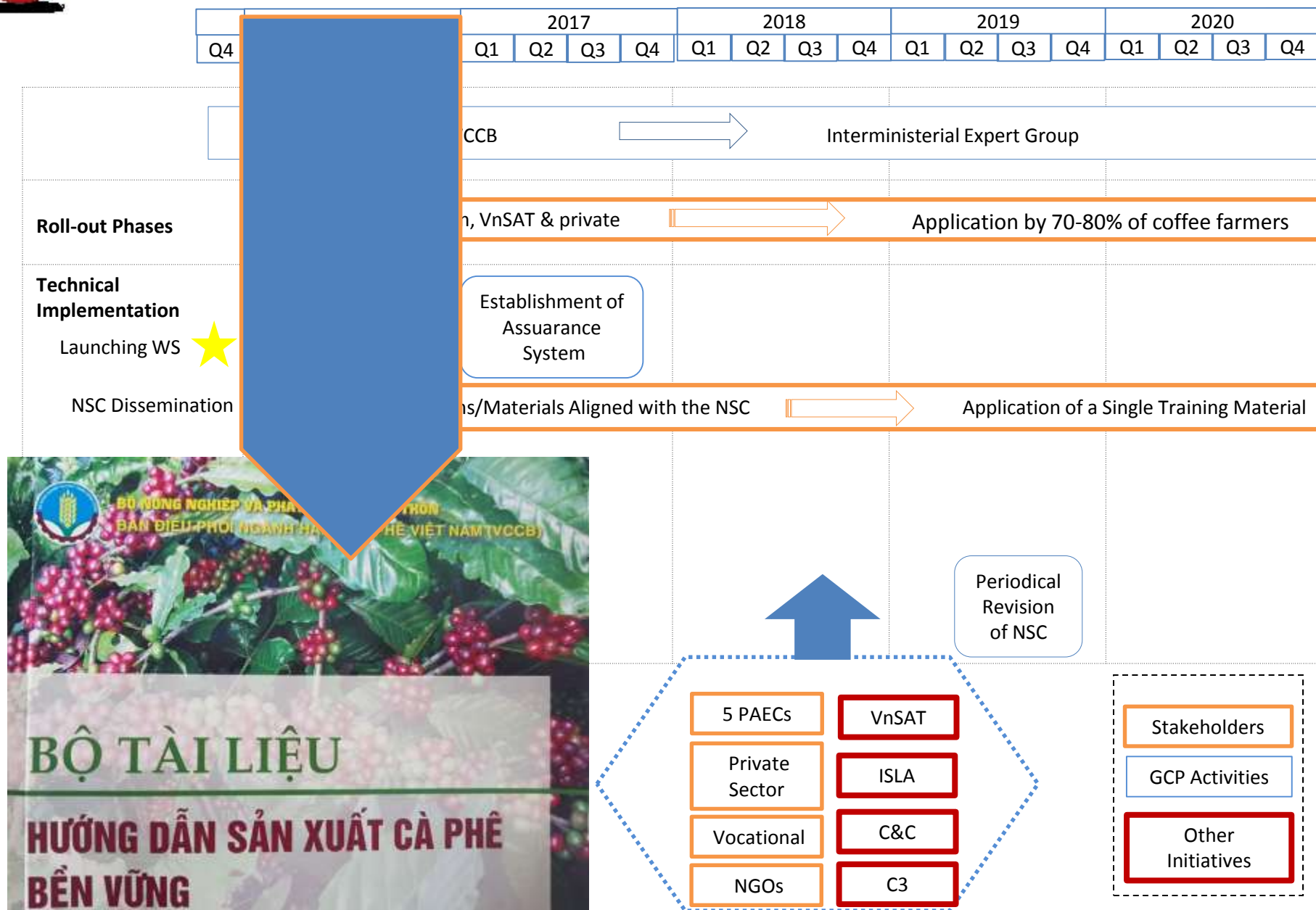
**Mr Doan Van Huan, Lam Ha, LamDong
Farmer leader**

« less fruit drops this year »

« homegenous flowering & fruit set »

« bigger cherries »

« Expected Yield : > 4 T/ha »



Many Challenges Ahead for The PPP Coffee Taskforce



Empower the Farmers

- Credit for farmers to save cost from qualified input materials
- Re-balance the relationship of the Growers & Retailers

Knowledge transfer:

- NSC
- Procedure for farmer meetings for foreign experts

Environmental Friendly/Sustainability:

- Carbon footprint for Urea, SA
- Water saving in link with qualified agro-inputs

Access to high technology/ quality inputs:

- Tax of Nitrate based fertilizer vs SA/Urea
- Tax on irrigation technology product
- Managing low quality Agro inputs production

Communication

- State media programs
- Recommendation from research sectors

